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AGRICULTURAL COOPERATION

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION COLLECTED BY THE BUREAU OF AGRICULTURAL ECONOMICS,
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THIRTY-SIX BURLEY TOBACCO POOLS SOLD OUT

Announcement is made by the Burley Tobacco Growers' Cooperative Association, Lexington, Ky., that all the 1922 tobacco in 36 pools has been sold and that final settlement will be made on May 20. The amount to be paid to the growers on that date will be more than \$8,500,000, and will bring the total payments on the 1922 crop up to \$42,000,000. This, it is said, is \$16,000,000 more than the entire 1920 crop brought.

In order to develop markets in other countries for the sale of Burley tobacco the association has sent a commission to Europe to investigate prospective markets, study conditions, and establish cordial relations. Similar delegations have been sent by the Dark Tobacco Growers' Cooperative Association, Hopkinsville, Ky., and the Tobacco Growers' Cooperative Association, Raleigh, N. C.

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FEDERATED FRUIT AND VEGETABLE GROWERS COMPLETE FIRST YEAR

Shipments originating in 39 states were sold by the Federated Fruit and Vegetable Growers, New York City, in 772 cities and towns in 46 states during 1923, the first year of the association's existence. The total number of cars handled by the receiving and sales departments was 33,510. Of this number 30%, or about 10,000, were loaded with potatoes; 28%, about 9,500, were loaded with apples; 24-3/4%, about 8,200, were loaded with peaches, pears, etc.; and 17-1/4%, about 5,700, with other fruits and vegetables. The wide distribution given to products from different parts of the country is indicated by the fact that 621 cars of Indiana onions were sold in 88 markets in 25 states; Georgia watermelons were sold in 169 markets; 262 cars of Kentucky strawberries were sold in 85 markets; and Alabama Satsuma oranges were sold in 33 cities.

Of the cars handled, 93.1% were sold on an f. o. b. basis; 4% were sold at private sale after the arrival of the car at destination; and 2.9% were sold through the fruit auctions in the larger cities.

There was a credit of \$26,862.50 in the revolving fund at the close of the year. This fund, which is for the purpose of furnishing working capital, is accumulated by a charge of \$2.50 on each car handled. The balance in the "retain" fund on December 31 was \$9,480. This amount represents the excess of charges for services over the cost of the services rendered.

ORGANIZATION COMMITTEE SUSPENDS OPERATIONS

The campaign for the organization of the cabbage and potato growers of New York State has been suspended for the present as the general organization committee is convinced that it will be impossible to secure the required 50% acreage by June 1, the date set for conclusion of the campaign. In a circular issued by the organization committee on May 2, the temporary postponement of the campaign is announced. Contract signers are requested to waive their rights of cancellation pending a decision as to reopening the campaign later with the purpose of completing the organization for the season of 1925.

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BIG BUSINESS BY FLORIDA CITRUS EXCHANGE

Since its organization in 1909 the Florida Citrus Exchange, Tampa, Fla., has sold over 31,000,000 boxes of citrus fruit for more than \$80,000,000. The first year of its existence the exchange handled 1,482,359 boxes, which were sold for nearly \$2,000,000. During the season of 1918-19 the two million mark was passed as regards number of boxes handled, and the following year the three million mark. Over 5,000,000 boxes were delivered to the exchange during the season of 1922-23. The increase in volume of business is largely the result of increased production which has nearly doubled since 1918, the total carlot shipments from the state for that year being 17,473, as compared with 30,515 in 1922.

The number of boxes handled by the exchange and the gross selling value of the fruit handled during fourteen years are given below:

Season	:	Boxes Shipped	:	Amount of Business
1909-10	:	1,482,359	:	\$ 1,986,361
1910-11	:	832,310	:	1,373,311
1911-12	:	741,917	:	1,639,636
1912-13	:	1,780,301	:	3,489,389
1913-14	:	1,481,471	:	2,711,091
1914-15	:	1,945,602	:	2,762,754
1915-16	:	1,735,422	:	3,401,427
1916-17	:	1,289,984	:	2,592,867
1917-18	:	1,184,711	:	4,099,100
1918-19	:	2,238,084	:	7,878,055
1919-20	:	3,770,511	:	12,706,622
1920-21	:	3,905,841	:	10,350,478
1921-22	:	3,305,942	:	12,064,836
1922-23	:	5,205,510	:	13,823,676
Total	:	31,400,365	:	\$80,879,603

: WOOL GROWERS COOPERATE IN MARKETING YEAR'S CLIP

Data regarding the collective marketing of the 1923 wool clip have been secured from 34 associations by the United States Department of Agriculture. Seventeen of the organizations reporting serve the wool producers in local communities, and 17 operate over fairly large areas, several serving the producers of an entire state. Most of the associations are permanently organized and function year after year, while a few are only informal arrangements entered into as each season's clip is ready to be marketed. At one point in Colorado the wool producers have been acting collectively in the matter of marketing wool for 30 years although no permanent organization has been set up. A similar situation is found in a large wool producing section of Utah. Each year the growers enter into a "gentlemen's wool pool agreement," but have not formed a permanent organization.

In some sections of the country the local associations have federated and created a central selling agency. This is the case in New York where the state association is a federation composed of 36 county associations. This agency has been functioning for several years, handling in the neighborhood of one-half million pounds annually.

For a number of years local wool sales have been conducted in Tennessee under the supervision of the marketing specialist of the State College of Agriculture, the college representative demonstrating to the wool producers how they can act collectively. Thirty-two such sales, participated in by 1,582 farmers, were held in connection with the marketing of the 1923 clip.

Farm bureau organizations in several states have formed pools for the cooperative handling of wool. This has been the case in Michigan, Illinois and Indiana. In Indiana, 1,808 growers consigned their 1923 clip of 398,000 pounds to the Ohio Sheep and Wool Growers' Association at Columbus. The net value at the warehouse was \$182,662. After deducting commissions, freight and storage, the net value to the growers was \$168,433. The average cost of handling was 3.57¢ per pound.

Recently received reports from twelve local independent associations indicate a total membership of 3,034, or an average membership of 252. Sixteen local associations handled 1,262,552 pounds of wool, which was sold for approximately \$583,576. This was an average of 78,909 pounds per association and average sales of \$36,470. Five of the 17 associations were in Pennsylvania, two were in West Virginia, two in Indiana, and one in each of the following states: Colorado, Iowa, Kansas, Minnesota, Missouri, Montana, Virginia and Washington.

In addition to the local associations reporting, data have been received from seventeen of the larger associations.

On the following page will be found the detailed figures for the various associations.

Name	: Number : of : Members	: Wool : Handled : 1923 (Lbs.)	: Amount of : Business : 1923
Illinois Agricultural Assn. (Wool pool): Chicago, Ill.	766	198,000	\$ 81,180
Ind. Farm Bureau Federation (Wool pool): Indianapolis, Ind.	2,000	398,000	168,433
Iowa Fleece Wool Growers' Coop. Assn., Bloomfield, Iowa.	12,125	800,000	311,250
Kansas Sheep and Wool Growers' Coop. Assn., Manhattan, Kans.	1,180	72,567	27,700
Maine Sheep and Wool Growers' Assn., Augusta, Me.	576	59,961	29,980
Mich. Wool Growers' Coop. Marketing Assn., Lansing, Mich. 1/	---	420,000	190,000
New York State Sheep Growers' Assn., Inc., Syracuse, N.Y. 2/	49 assns.	475,000	216,000
North Dakota Fed. of Wool Growers' Assns., Fargo, N. D.	700	415,000	180,000
Ohio Wool Growers' Cooperative Assn., Columbus, Ohio.	---	2,000,000	-----
Pacific Cooperative Wool Growers, Portland, Ore.	2,600	2,000,000	900,000
South Dakota Sheep and Wool Growers' Assn., Brookings, S. D. 3/	9964/	1,520,000	750,000
Tennessee Wool Sales (Conducted annu- ally under direction of specialist of State College of Agri.) (32 sales in 1923)	1,5862/	248,308	118,932
Southwestern Farm Bureau Wool and Mo- hair Assn., Houston, Tex.	600	225,000	95,000
Unitah Wool Marketing Company, Vernal, Utah.	25	-----	250,000
Virginia Coop. Sheep and Wool Growers' Assn., Richmond, Va.	1,200	210,000	107,000
Campbell County Wool Growers' Assn., Gillette, Wyo.	62	325,000	146,250
Northern Calif. Wool Warehouse Co., 6/ Red Bluff, Calif.	28	1,063,038	-----
National Wool Warehouse and Storage Co., Chicago, Ill. 7/	600	14,108,192	6,719,266

1. Wool crop of 1923 handled through Michigan Farm Bureau.
2. Composed of 49 county associations.
3. Reorganized March 27, 1924 as Cooperative Wool Growers of S. Dak.
4. 535 shippers in 1923.
5. 32 sales for 1,582 farmers in 34 counties.
6. Selling agency for wool growers in Calif.
7. Selling agency for wool handled by several state associations.

CREDIT CORPORATION FUNCTIONING IN GEORGIA

The Georgia Agricultural Credit Corporation is now functioning and loans have been made to many farmers at 7% interest, while many applications are awaiting final approval of the Intermediate Credit Bank, Columbia, S. C. Applications for loans are made through local banks which have become members of the credit corporation. Twenty-nine banks are now included in the list and the number is growing steadily from week to week.

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NEW CREDIT CORPORATION SOUGHT FOR KENTUCKY AND TENNESSEE

Initial steps have been taken by the Dark Tobacco Growers' Cooperative Association, Hopkinsville, Ky., to organize a credit corporation to be called the Kentucky-Tennessee Agricultural Corporation. At a recent meeting the directors of the tobacco association voted a subscription of \$200,000 toward the establishment of the credit corporation.

A commission from this and other tobacco associations has gone to Europe to establish relations with foreign buying interests.

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LOANS SEVEN HUNDRED THOUSAND DOLLARS IN SIXTY-SEVEN DAYS

Excellent progress is reported by the North Carolina Agricultural Credit Corporation, Raleigh, N. C., during its brief existence. The first organization meeting was held on January 15, 1924; the first meeting of the board of directors on January 19; the first papers were sent to the Intermediate Credit Bank on February 2; the first money was received on February 15; and on April 22, after sixty-seven days of operation, \$700,000 had been loaned to members of the cotton and tobacco associations for making their crops. The president states that the figures issued on one day are far too small the next day. On April 22 the stockholders numbered more than eight hundred individuals and banks. Fifty banks have agreed to act as the agencies through which the credit is handled and four credit groups are in active operation. The rapidity with which the loans are handled is increasing daily and it is hoped soon to attain a minimum five-day service. Banks which have already made loans to farmers for the purpose of fertilizers and other productive purposes will find that they can have these farmers take up the present paper through loans with the credit corporation, thus favoring the banks as regards "bills payable" in their statements. The president of the credit corporation states that the corporation "will not find its fullest usefulness unless and until the banks as well as the farmers find it a solution of financing production problems. It stands ever ready to serve."

MINNESOTA POTATO GROWERS NOW ORGANIZING COUNTY ASSOCIATIONS

After ten months of intensive work the campaign for the organization of the Minnesota Potato Growers' Exchange was brought to a close March 1, 1924. A total of 12,326 contracts was secured, representing 161,543 acres producing approximately 16,000,000 bushels of potatoes. The cost of the campaign to March 1, in round figures, was \$55,800, consisting of disbursements to the amount of \$47,129, unpaid vouchers to the amount of \$3,152, and bills payable to the amount of \$5,613. Among the items listed under disbursements were the following: Office salaries, \$14,676; field salaries, \$10,895; special workers, \$1,688; travel expense, \$10,418; house organ, \$2,685; printing and stationery, \$2,525.

The income of the organization committee included five dollars, either in cash or notes, from each signer of a contract; subscriptions to house organ, \$1,521; and advertising, \$816.

The active field campaign for securing members began May 1, 1923, under the direction of a general state organization committee of 61 growers, bankers, merchants, business and professional men. The detailed work of prosecuting the campaign was placed in the hands of an executive committee, and specialists were employed for the different lines of work. The Minnesota Farm Bureau Federation contributed a representative to the force of workers, and the Minnesota State Department of Agriculture, two representatives. Eighteen field organizers were employed. In addition 150 volunteer workers from among the potato growers worked on a basis of \$1 a contract and a per diem allowance. Many business and professional men gave assistance on a voluntary basis, as did also the presidents of the Great Northern and Northern Pacific Railway Companies and the officers of various associations of business men. Over twelve hundred regularly scheduled meetings were held, 18 numbers of a campaign newspaper, with a final circulation of 30,000, were issued, and thousands of circular letters were mailed out.

In 31 counties contracts for the required acreage were obtained by March 1, but in 8 counties the allotted acreage was not secured and the contract signers had the privilege of withdrawing. However, but 25 growers exercised the right. In most cases plans were made to put on follow-up campaigns to secure the full acreage required by the contracts. Steps are now being taken to incorporate 31 county associations, form the state exchange, and organize warehousing corporations.

Four of the field organizers in Minnesota have been transferred to North Dakota where campaigns are being conducted in 13 counties in behalf of the North Dakota Potato Growers' Exchange with headquarters at Fargo. The time limit for the signing of contracts in North Dakota has been extended to June 1, 1924. It is proposed to have 50% of the commercial acreage of the state under contract by that date.

It is expected that a single sales agency can serve both the Minnesota and the North Dakota growers.

FOUR MILLION BUSHELS SIGNED FOR INDIANA WHEAT POOL

About four thousand Indiana farmers have signed the agreement to market their wheat through the wheat pool of the Indiana Wheat Growers' Association. These contracts cover 4,000,000 bushels which is more than one-third of the required quantity, and the campaign leaders express confidence that the 40% goal will be reached before the close of the campaign on May 24.

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KANSAS WHEAT POOL WILL USE MORE THAN FIVE HUNDRED ELEVATORS.

Plans for the 44,000,000-bushel wheat pool in Kansas involve the use of between five hundred and six hundred elevators throughout the state for handling the grain. Definite plans have been made for a merger of the Kansas Wheat Growers' Association and the Farmers' Union Cooperative Wheat Marketing Association into the Kansas Cooperative Wheat Marketing Association, not later than June 10. If the required 44,000,000 bushels is secured by that date members of the old associations who have pooled their wheat will be transferred automatically to membership in the new association. May 24 is set for the close of the campaign. In case the required 44,000,000 bushels is not signed up by that date, farmers will be permitted to withdraw their memberships.

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ALBERTA GOVERNMENT TO AID WHEAT POOL IN PURCHASING ELEVATORS.

By means of a special act of the Legislative Assembly on April 12, the incorporation of the Alberta Cooperative Wheat Producers, Ltd., formed in 1923, was confirmed and validated. The special bill provided that the company should be deemed to have had since its original incorporation on August 18, 1923, all powers set forth in the special bill. This association was incorporated under the old cooperative association act requiring capital stock, although the act was considered unsatisfactory in certain respects.

Under the new law the wheat pool agreement is "declared to be and to have been in full force, virtue and effect and to be legal, valid and binding." The by-laws are confirmed, and the guarantee which was given by the Government last year is confirmed and declared to be valid and binding. The Alberta Government is empowered to give guarantees to the extent of one million dollars to the Alberta Cooperative Wheat Producers, Ltd., for the purchase of elevators. One proviso is that the company must have paid at least 15% of the purchase price of any elevator before the Government guarantee can become effective. Also the law provides that the balance of the purchase price must be paid within 20 years. The average cost of elevators is stated to be about \$14,000. It is expected that more than 35,000,000 bushels of wheat will pass through the 1924 pool.

NAME SELECTED FOR MINNESOTA SWEET CREAM-BUTTER

"Land-O'-Lakes" butter is the new trade name selected for its sweet-cream butter by the Minnesota Cooperative Creameries Association, St. Paul, Minn. The association advertised for suggestions for a suitable name and in response received over 70,000 letters many of which contained several suggestions. Much time and labor were required to assort and classify the names and to eliminate those already copyrighted before a selection could be made. Attention will now be given to making the name known to customers, and also to "the task of making butter of such fine quality that when it is once used it will always be remembered."

The association announces that it has been awarded the contract of the U. S. Navy Department for 430,000 pounds of "Land-O'-Lakes" sweet-cream butter put up in five-pound tin cans, each of which will bear the new name. The demand for unsalted butter is growing and the association is considering the possibilities of its manufacture in larger quantities. Three thousand tubs are now contracted for to be delivered in May, June and July.

Butter sales during March totaled 1,800,000 pounds. In order to make weekly advances to the creameries and monthly settlements, a large revolving fund is required and it is proposed to call a meeting soon to discuss the matter of adequate financing. A revolving fund of a quarter million is believed necessary.

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CANADIAN EGG COOPERATIVE MAKES ANNUAL REPORT.

A statement regarding the operations of the Prince Edward Island Cooperative Egg and Poultry Association, Charlottetown, P. E. I., submitted by the U. S. Vice Consul at that point, states that the year 1923 was a difficult one for the association, due largely to severe winter weather and a late spring. Keen competition is mentioned as another factor in the situation. Comparative figures for 1922 and 1923 show that in the former year the association handled 348,592 dozen eggs and in 1923, 780,593 dozen. The average price realized in 1923 was 23.70 cents. Of all eggs handled last year only 14% graded below extras, and the association has set as its objective this year 1,000,000 dozen with not more than 10% grading below extras. It is stated that the unusually mild winter has stimulated production and the membership is enthusiastic in regard to reaching the goal set.

During 1923 exports of eggs into the United States by the association were 104,120 dozen with a declared value of \$43,209, as compared with 252,580 dozen valued at \$85,928 in 1922.

A considerable quantity of poultry was handled during 1923 and "although the market was very poor, good average prices were obtained and it is planned to continue and enlarge upon the poultry end of the business during the coming year." Exports of live and dressed poultry from the province during the year were 153,666 pounds valued at \$37,837, as against 116,298 pounds valued at \$29,390 in 1922.

HARD WORK AND LOYALTY WIN A VICTORY

Evidence that the members of the Dairymen's League Cooperative Association, Inc., New York City, are both loyal and resourceful was furnished recently when a condensary to which the members of four locals had been delivering milk served notice that beginning May 1 it would accept milk only from producers who had abandoned the cooperative association. The members met the challenge squarely. They secured possession of an old plant and worked as mechanics and laborers putting things to rights. On the night of April 30 it was discovered that the long disused boiler would not work. At midnight a steam tractor which had been laid up for the winter was requisitioned, overhauled, moved six miles to the plant, and connected with the machinery. After hours of hard work the plant was in readiness by morning to receive the first load of milk which arrived. The first day a total of 28,000 pounds of milk was received and separated. The milk of 13⁴ loyal members came in over routes which had been laid out to meet the emergency. Only one producer-member in the four locals failed in loyalty to his organization.

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DAIRYMEN'S LEAGUE ISSUES FIGURES FOR THREE YEARS

Comparative figures published by the Dairymen's League Cooperative Association, Inc., New York City, for May 1, 1921, and May 1, 1924, show the growth of the league in three years. The following figures have been selected:

	: May 1, 1921	: May 1, 1924	: Per Cent
	:	:	: Increase
Membership	: 50,000	: 65,000	: 30.0
Plants owned	: 19	: 151	: 694.7
Plant leased	: 0	: 29	: --
Value of plants and equipment	:	:	:
(Less depreciation)	: \$1,362,610	: \$5,553,359	: 307.6
Cash in banks to retire certificates	: 119,353	: 2,762,682	: 2214.7
Loans on certificates	: 934,649	: 12,141,509	: 1199.0
Fluid milk sold through assn. plants:	: (Lbs)	: (Lbs.)	:
in May 1921, and March, 1924	: 2,970,296	: 31,400,221	: 957.1

The average gross pool price from May 1, 1921 to April 1, 1924, was \$2.066 plus.

The percentage of receipts sold as fluid milk has increased from 7% in May, 1921, to 50% in March, 1924, while the amount marketed as cheese has decreased from 50% in May, 1921, to 5% in March, 1924. The sum paid to members in monthly milk checks during the period from May 1, 1921, through March, 1924, is \$168,242,215, which is more than 75% of the gross sales.

AUDITOR'S REPORT ON OKLAHOMA COTTON GROWERS' ASSOCIATION

Under date of April 19, 1924, a final audit was made of the 1922-23 business of the Oklahoma Cotton Growers' Association, Oklahoma City. This examination was by accountants who are members of the American Institute of Accountants. The final statement of operation, as submitted by the auditors, shows that a total of 65,868 bales of cotton were handled; that gross receipts amounted to \$8,640,603; that handling charges, operating expenses and reserves, amounted to \$411,010; that the remainder of the receipts amounting to \$8,229,592, was paid to members in advances, periodical distributions and a final distribution. The handling charges amounted to \$70,797 and consisted of interest and exchange, insurance on cotton, and compress charges. The reserve set aside by the board of directors amounted to \$88,367, and the operating expenses of the association to \$251,846, which is but 2.9% of the amount for which the cotton sold. Among the items making up the total expenses are: Accounting, \$64,483; secretary's office, \$32,094; sales, \$32,993; publicity, \$16,846; general office, \$91,182; directors, \$14,245.

The amount paid the cotton growers in advances and distribution payments was 95.2% of the selling value of the cotton.

Auditors also reviewed the financial transactions of the association in connection with the marketing of the 1923 crop of cotton. Up to April 19, 1924, a total of 118,637 bales had been received. Of this number 73564 bales had been sold for \$11,007,981 and growers had been paid in advances and distributions, \$11,359,727. The association is still holding for sale over 45,000 bales. The handling charges to April 19 were \$198,355, and the operating expenses, \$231,717. These operating expenses are \$20,000 under those of the preceding year although the association has already sold more bales of cotton than were handled during the entire preceding year.

Among other statements of the auditors in their report to the board of directors are the following: "We do not feel warranted in making any recommendations for changes in your methods. It is, of course, to be expected that changes will, from time to time, present themselves The tabulating machine installed seems almost 'fool proof' and with the system of checking in vogue, errors in the members' card records and in distributions are practically impossible."

The thoroughness of the audit is indicated by the fact that the auditors took charge of the incoming mail and opened and carefully examined the correspondence. In commenting upon this feature the auditors said, "We find that your members in writing for information, in almost every instance, are careful to give the membership numbers, addresses, tag numbers, etc., which enables your force to answer all communications promptly. We have for investigation twenty-five letters from members, most all of which concern non-receipt of the last distribution made, and so far we have not found a single instance where the fault lies with your staff We believe that this is one of the most effective ways of letting the members know of the manner in which the business is being conducted, and it is a wonderful check on the integrity and efficiency of your staff."

BIG MEMBERSHIP REPORTED BY COOPERATIVES

Reports from farmer-controlled associations marketing tobacco, cotton, grain and rice, indicate that in April of this year the membership of 43 associations was in excess of 680,000. As regards number of members, 7 tobacco associations lead with a total of 288,500 members; 14 cotton associations have over 250,000 members; 18 grain marketing associations over 137,000; and 4 rice marketing associations, over 4,000. The total figures for the several groups of associations and the detailed figures for the different associations are as follows:

Commodity Handled	: Number of Associations Reporting	: Number of Members Reported
Tobacco	7	288,500
Cotton	14	251,800
Grain	18	137,800
Rice	4	4,100
Total	43	682,200

Tobacco AssociationsNumber of Members

Connecticut Valley Tobacco Association, Hartford, Conn.	3,604
Maryland Tobacco Growers' Association, Baltimore, Md.	4,862
Burley Tobacco Growers' Cooperative Assn., Lexington, Ky.	102,300
Dark Tobacco Growers' Cooperative Assn., Hopkinsville, Ky.	70,200 ^{1/}
Miami Valley Tobacco Growers' Cooperative Assn., Dayton, Ohio.	4,901
Tobacco Growers' Cooperative Association, Raleigh, N. C.	95,000 ^{1/}
Northern Wisconsin Cooperative Tobacco Pool, Inc., Madison, Wis.	7,635
Total	288,502

Cotton Associations

Alabama Farm Bureau Cotton Association, Montgomery, Ala.	21,853
Arizona Pima cotton Growers, Phoenix, Ariz.	1,285
Arkansas Cotton Growers' Cooperative Assn., Little Rock, Ark.	12,077
Total carried forward	35,215

<u>Cotton Associations, Continued.</u>	<u>Number of Members</u>
Brought forward	35,215
Arkansas Farmers' Union Cotton Growers' Assn., Little Rock, Ark.	4,000
Georgia Cotton Growers' Cooperative Assn., Atlanta, Ga.	38,500
Louisiana Farm Bureau Cotton Growers' Coop. Assn., Shreveport, La.	5,501
Staple Cotton Cooperative Association, Greenwood, Miss.	2,588
Mississippi Farm Bureau Cotton Association, Jackson, Miss.	19,434
Missouri Cotton Growers' Cooperative Association, New Madrid, Mo.	574
North Carolina Cotton Growers' Cooperative Assn., Raleigh, N. C.	35,000
Oklahoma Cotton Growers' Association, Oklahoma City, Okla.	53,233
South Carolina Cotton Growers' Cooperative Assn., Columbia, S. C.	13,842
Tennessee Cotton Growers' Association, Memphis, Tenn.	6,600
Texas Farm Bureau Cotton Association, Dallas, Tex.	37,328
Total	<u>251,815</u>

Grain Associations

Arizona Grain Growers, Phoenix, Ariz.	1/ 280
California Farm Bureau Exchange, San Francisco, Calif.	830
Colorado Wheat Growers' Association, ^{2/} Sterling, Colo.	5,185
Idaho Wheat Growers' Association ^{2/ 3/} American Falls, Idaho,	---
Indiana Wheat Growers' Association, Indianapolis, Ind.	4,500
Kansas Wheat Growers' Association, ^{4/} Wichita, Kans.	---
Farmers' Union Coop. Wheat Marketing Assn., ^{4/} Kansas City, Kans.	1,000
Kansas Cooperative Wheat Marketing Association, ^{4/} Wichita, Kans.	2,500
Minnesota Wheat Growers' Cooperative Marketing Assn., Thief River Falls, Minn. ^{2/}	7,852
Total carried forward	<u>22,147</u>

<u>Grain Associations, Continued</u>	<u>Number of Members</u>
Brought forward	22,147
Montana Wheat Growers' Association, <u>2</u> / Leviston, Mont.	10,869
Nebraska Wheat Growers' Association, <u>2</u> / Hastings, Nebr.	2,425
North Dakota Wheat Growers' Association, <u>2</u> / Grand Forks, N.D.	14,545
Oklahoma Wheat Growers' Association, <u>5</u> / Enid, Okla.	11,552
Oregon Cooperative Grain Growers, <u>2</u> / Portland, Ore.	3,200
South Dakota Wheat Growers' Association, Inc., <u>2</u> / Aberdeen, S. D.	3,000
Texas Wheat Growers' Association, <u>5</u> / Amarillo, Tex.	4,100
Washington Wheat Growers' Association, <u>2</u> / Spokane, Wash.	3,017
U. S. Grain Growers, Inc., Chicago, Ill.	<u>62,980</u>
Total	137,835

Rice Associations

Arkansas Rice Growers' Cooperative Association, Stuttgart, Ark.	1,075
Rice Growers' Association of California, Sacramento, Calif.	600 ¹ / ₂
American Rice Growers' Association, Lake Charles, La.	1,300
Louisiana Farm Bureau Rice Growers' Cooperative Assn., Crowley, La.	<u>1,179</u>
Total	4,154

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1. Estimated.
 2. Member of American Wheat Growers, Associated.
 3. In hands of a receiver.
 4. Being consolidated into a single organization under the name of
Kansas Cooperative Wheat Marketing Association.
 5. Member of Southwest Wheat Growers, Associated.

ARIZONA HAY GROWERS SELL COOPERATIVELY

Organized early in 1922, the Roosevelt Hay Growers, Phoenix, Arizona, is developing plans for its third year of activity. During its first season it handled approximately 5,000 tons of hay and, in the opinion of the officers, was able to return to the members \$20,000 more than they would otherwise have received. About three times as much hay was handled the second year.

While the expense of marketing the 1923 crop was \$1.25 a ton it is estimated that when the final settlement is made the association members will have received about three dollars a ton more than non-members for hay of the same quality.

Weekly pools and a seasonal pool are planned for 1924, the producer being given a choice as to which type of pool his hay shall be included in. It is proposed to advance \$10 a ton when the hay is loaded for shipment and to pay the remainder of the net returns as the different pools are sold out. The association has a membership of 300, all in Maricopa County. A marketing contract covering the five years 1922 to 1926 is used.

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STEADY GROWTH MADE BY LIVESTOCK AGENCY

From statements issued by the Farmers' Union and Producers' Live Stock Commission, Sioux City, Iowa, the following figures have been selected to show the growth of the company:

Year	Cars	Commissions	Expenses	Savings	Per Cent
:	: Handled	: Received	:	:	: Refunded
1919	: 1,513	: - - -	: - - -	: \$ 2,955	: 16
1920	: 1,749	: - - -	: - - -	: 8,468	: 30
1921	: 2,362	: - - -	: - - -	: 19,090	: 40
1922	: 4,088	: \$66,615	: \$37,277	: 29,337	: 45
1923	: 6,015	: 101,694	: 50,429	: 51,265	: 50

The number of cars handled in 1923 showed an increase of 47% over the total for 1922; commissions were 52% more than in the previous year; and savings were 75% greater, while expenses increased only 35%.

Comparative figures for the first three months of 1923 and 1924, are as follows:

Three	Number of Cars	Savings
Months	: Handled	:
1923	: 1,563	: \$17,107
1924	: 2,854	: 31,095

STATISTICS RELATIVE TO EXPENSE OF MARKETING LIVESTOCK

In a little over two years the volume of business handled by the livestock selling agencies affiliated with the National Live Stock Producers' Association has increased from less than \$400,000 a month to over \$11,000,000. The first of these selling agencies established was the Producers' Livestock Commission Association which began business at the National Stock Yards at East St. Louis, Ill., January 2, 1922. At the close of 1923 fourteen selling agencies were in operation. Eleven of these were newly formed, while three came into the federation by affiliation.

The number of selling agencies functioning, the number of cars handled, and the value of the livestock by months for the years 1922 and 1923, are given in the table below:

Month	1922			1923		
	Number of	Cars	Value	Number of	Cars	Value
	Selling	Handled:		Selling	Handled :	
	Agencies	:		Agencies:	:	
January :	1	: 254	: \$ 331,068	6	: 4,162	: \$6,067,205
February:	1	: 334	: 507,565	6	: 3,663	: 5,455,090
March :	1	: 436	: 508,773	7	: 3,876	: 5,863,683
April :	1	: 457	: 791,150	7	: 4,155	: 6,046,723
May :	2	: 914	: 1,381,032	9	: 4,863	: 7,094,427
June :	4	: 1,537	: 2,388,617	10	: 6,298	: 7,268,265
July :	4	: 1,489	: 2,169,258	11	: 5,544	: 7,071,850
August :	4	: 1,764	: 2,535,024	11	: 4,836	: 6,566,680
September	4	: 1,699	: 2,503,020	12	: 4,626	: 6,884,406
October :	4	: 2,071	: 3,108,264	14	: 8,977	: 11,392,097
November:	6	: 3,655	: 4,996,947	14	: 9,220	: 10,920,299
December:	6	: 3,920	: 5,461,638	14	: 8,881	: 11,067,186
Total:		: 18,590	: 26,688,356		: 69,101	: 91,697,911
:	:	:	:	:	:	:

The average expense of handling livestock during 1923 varied for the different selling agencies from \$8.64 per car at South St. Paul to \$37.99 per car at Oklahoma City. One reason for the high expense at the latter point was the fact that the cost of organizing the agency was included in the selling expenses for the first month. The figures for the several agencies are shown in the following table:

	: Number of :	Cars	: Av. Cost
	: Months in :	Handled	: Per Car
	: Operation :	1923	: 1923
Central Cooperative Commission Assn. ^{1/}	:	:	:
South St. Paul, Minn.	3	6,468	\$ 8.64
Producers' Commission Association,	:	:	:
Indianapolis, Ind.	20	12,822	9.50
Producers' Livestock Commission Assn.	:	:	:
East St. Louis, Ill.	24	11,101	11.13
Farmers' Union and Producers' Com. ^{2/}	:	:	:
Sioux City, Iowa	7	2,165	11.18
Cattle Raisers and Producers Com. Co.,	:	:	:
Fort Worth, Tex.	14	4,082	11.21
Producers' Cooperative Commission	:	:	:
Assn., Cleveland, Ohio	8	2,711	11.81
Chicago Producers' Commission Assn.,	:	:	:
Chicago, Ill.	19	15,969	11.85
Peoria Producers Commission Assn.,	:	:	:
Peoria, Ill.	19	2,116	12.57
Producers' Cooperative Commission Assn.	:	:	:
East Buffalo, N. Y.	14	5,078	13.16
Producers Cooperative Commission Assn.	:	:	:
Pittsburgh, Pa.	3	675	14.29
Evansville Producers' Com. Assn.,	:	:	:
Evansville, Ind.	4	443	15.07
Producers' Commission Association.	:	:	:
Sioux Falls, S. D.	8	528	19.12
Producers' Commission Association,	:	:	:
Kansas City, Mo.	10	3,904	19.27
Producers' Commission Association,	:	:	:
Oklahoma City, Okla.	6	331	37.99 ^{3/}

1. Became affiliated with National Live Stock Producers' Association, October 1, 1923.

2. Became affiliated with National Live Stock Producers' Association, June 8, 1923.

3. Including organization expense.

SIXTEEN TERMINAL LIVESTOCK SELLING AGENCIES MAKE REFUNDS

Sixteen of the farmer-controlled selling agencies operating on terminal livestock markets have reported to the Department of Agriculture the refunding to shippers of part of the commission charges paid during 1923. The refunds or patronage dividends amounted to over \$800,000. A total of 133,840 cars of livestock, which was sold for approximately \$175,000,000, was handled by the 16 agencies. The ten associations not making refunds either had comparatively small volume of business or they began operating sometime during the year and hence did not have a full year of business to their credit.

The organizations making the refunds, the number of cars of livestock handled, the total sales, and the amount of patronage dividends, are as follows:

Association	Cars Handled 1923	Total Sales 1923	Patronage Dividends 1923
Farmers' Livestock Commission Co. E. St. Louis, Ill.	13,104	\$16,674,153	\$152,323
Farmers' Union Livestock Commission, St. Joseph, Mo.	12,529	15,410,814	125,963
Farmers' Union Livestock Commission, Omaha, Nebr.	10,177	13,251,897	111,394
Producers' Livestock Commission Assn., East St. Louis, Ill.	11,101	14,356,701	83,673
Central Cooperative Commission Assn., So. St. Paul, Minn.	20,339	24,723,051	72,753
Chicago Producers' Commission Assn., Chicago, Ill.	15,969	23,140,803	69,084
Farmers' Union and Producers' Com- mission, Sioux City, Iowa	6,015	7,616,640	51,265
Producers' Commission Association Indianapolis, Ind.	12,822	15,748,151	50,000 ^{1/}
Farmers' Union Livestock Commission, Chicago, Ill.	6,335	8,725,123	30,292
Farmers' Union Livestock Commission, Kansas City, Mo.	7,638	8,979,258	28,861
Producers' Cooperative Commission Assn., Inc., E. Buffalo, N. Y.	5,073	9,295,944	24,246
Farmers' Union Livestock Commission, St. Paul, Minn.	2,909	3,519,077	15,982
Equity Cooperative Livestock Sales Assn., Inc., Milwaukee, Wis.	2,264	2,131,187	10,605
Michigan Livestock Exchange, Detroit, Mich.	4,654	7,000,000	7,000 ^{2/}
Peoria Producers' Commission Assn., Peoria, Ill.	2,116	2,524,786	6,000
Peoples Cooperative Sales Agency, Inc. So. St. Paul, Minn.	740	926,313	795
Total	133,840	174,124,913	840,236

^{1/} Year ending April 30, 1923.

^{2/} -Estimated.

NEW YORK HAS NEW COOPERATIVE MARKETING LAW

A cooperative marketing law, similar to laws enacted by about thirty states in the last three years, was passed by the New York legislature just before closing and was signed by the governor on May 6. The law goes into effect immediately. This makes the fourth cooperative marketing law on the statute books of New York State.

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NORTH DAKOTA ASSOCIATION CLOSSES YEAR WITH FAVORABLE BALANCE

A net profit of \$7,764 on operations of the year ending June 30, 1923, was reported by the Gascoyne Equity Union Exchange, Gascoyne, N.D. Profits on wheat, durum, rye, flax, barley, oats, speltz, flour and feed, totaled \$12,305, while handling twine and seed corn brought a loss of \$14.05, leaving the gross trading profit \$12,291. Operating expenses were \$3,255, of which \$1,600 was for salaries. An item of \$2,256 was written off the deficit account at the end of the year, leaving the net worth of the company \$12,650. The exchange began business in 1915.

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FINAL PAYMENTS TO SOUTH CAROLINA TOBACCO GROWERS

Final payments in the South Carolina belt have been made by the Tobacco Growers' Cooperative Association, Raleigh, N. C., for tobacco of the 1922 crop. The statements sent members show that the cost of handling the crop by the association was \$1.55 per hundred pounds, distributed as follows: Receiving and handling crop, including salaries and clerical help, 49¢; general overhead, including executive salaries, 40¢; warehousing, 30¢; grading, including salaries, 20-1/2¢; field service expense, 13¢; one-fifth of total organization expense, chargeable against 1922 crop, 2-1/2¢.

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FOURTH COOPERATIVE CONGRESS TO BE HELD IN NOVEMBER

A call to the Fourth Cooperative Congress has been issued by the Cooperative League, 167 West 12th St., New York. This congress will be held in New York City, November 6, 7 and 8, 1924. Each society which is a member of the Cooperative League is entitled to one voting delegate, also one additional voting delegate for every 500 members above the first 500. Societies are urged to send as many non-voting representatives as possible. Various types of societies which are not members of the Cooperative League but are interested in the cooperative movement, including agricultural marketing and service societies, are invited to send fraternal delegates, and to such delegates the courtesy of discussion will be extended.